

Seattle SPS Users Conference

Topic:

Partnering

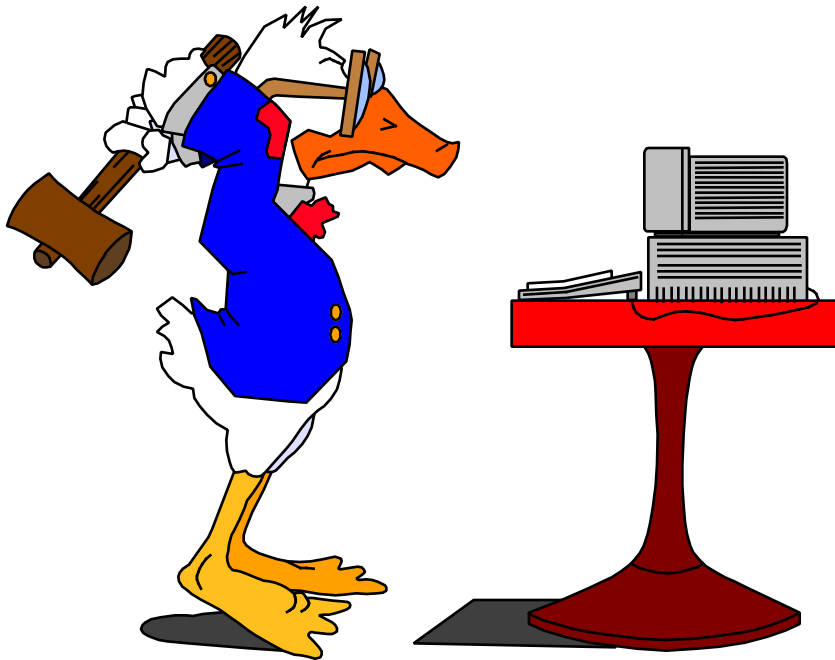
Presented by:

Navy Public Works Center

Acquisition Group

Code 40

Speaker: Bill Jackson



What is Partnering?

Definition: A partnership or contract entered into by two or more parties in which each agrees to furnish a part of the capital and labor for a business enterprise, and by which each shares in some fixed proportion in benefits and losses.

How Would You Partner?

☐ **Locally**

- ☐ **Several Syscom offices connected to one primary office**

☐ **Regionally**

- ☐ **Several offices within a Syscom connect one primary office**

☐ **Nationally**

- ☐ **All Syscom offices connect to one primary office**

Locally: Several Syscoms

NAVSEA



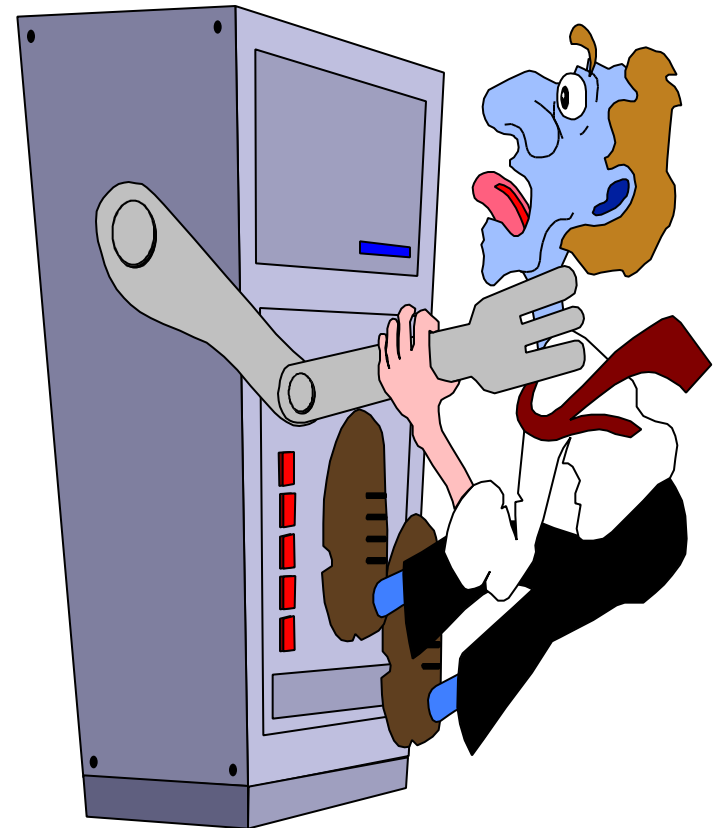
BUMED



NAVFAC



NAVAIR



Help Desk & DBA Function

Multi-Database

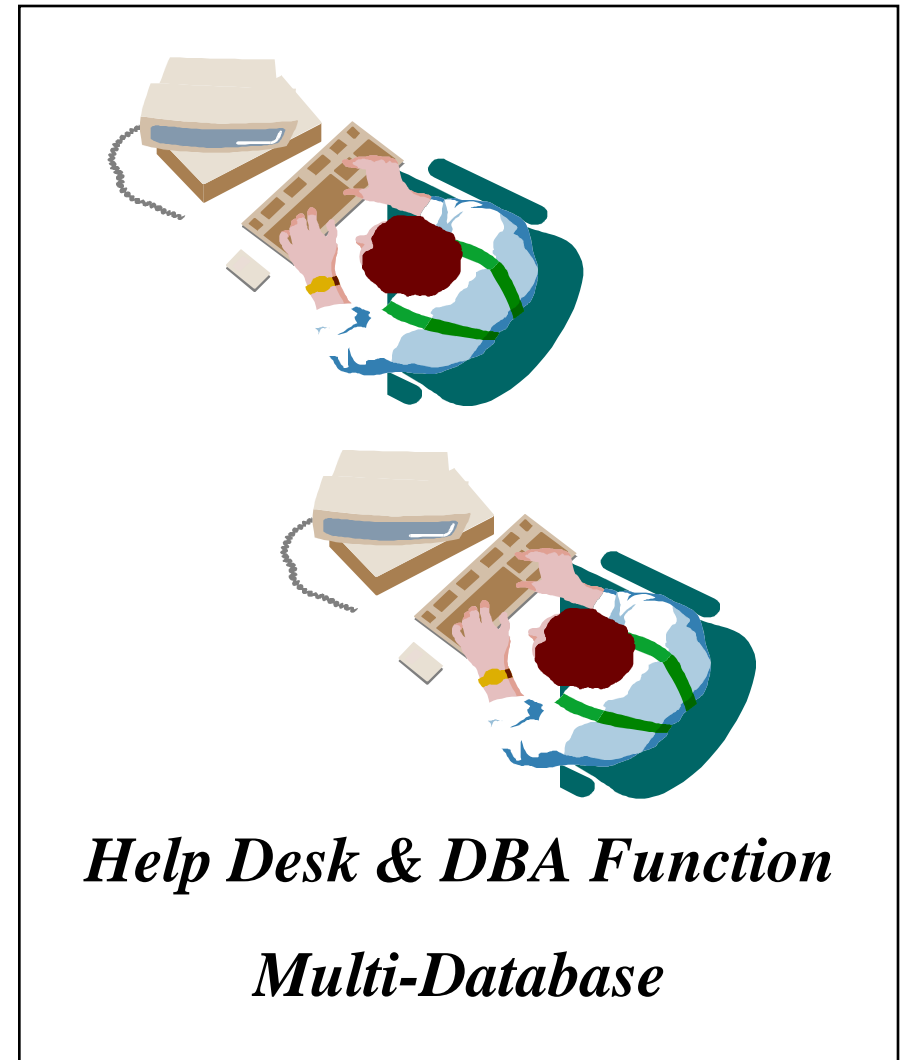
Regionally: Single Syscom

NAVFAC

**Engineering
Field Divisions**



**Public Works
Centers**



Nationally: For A Syscom...option 1

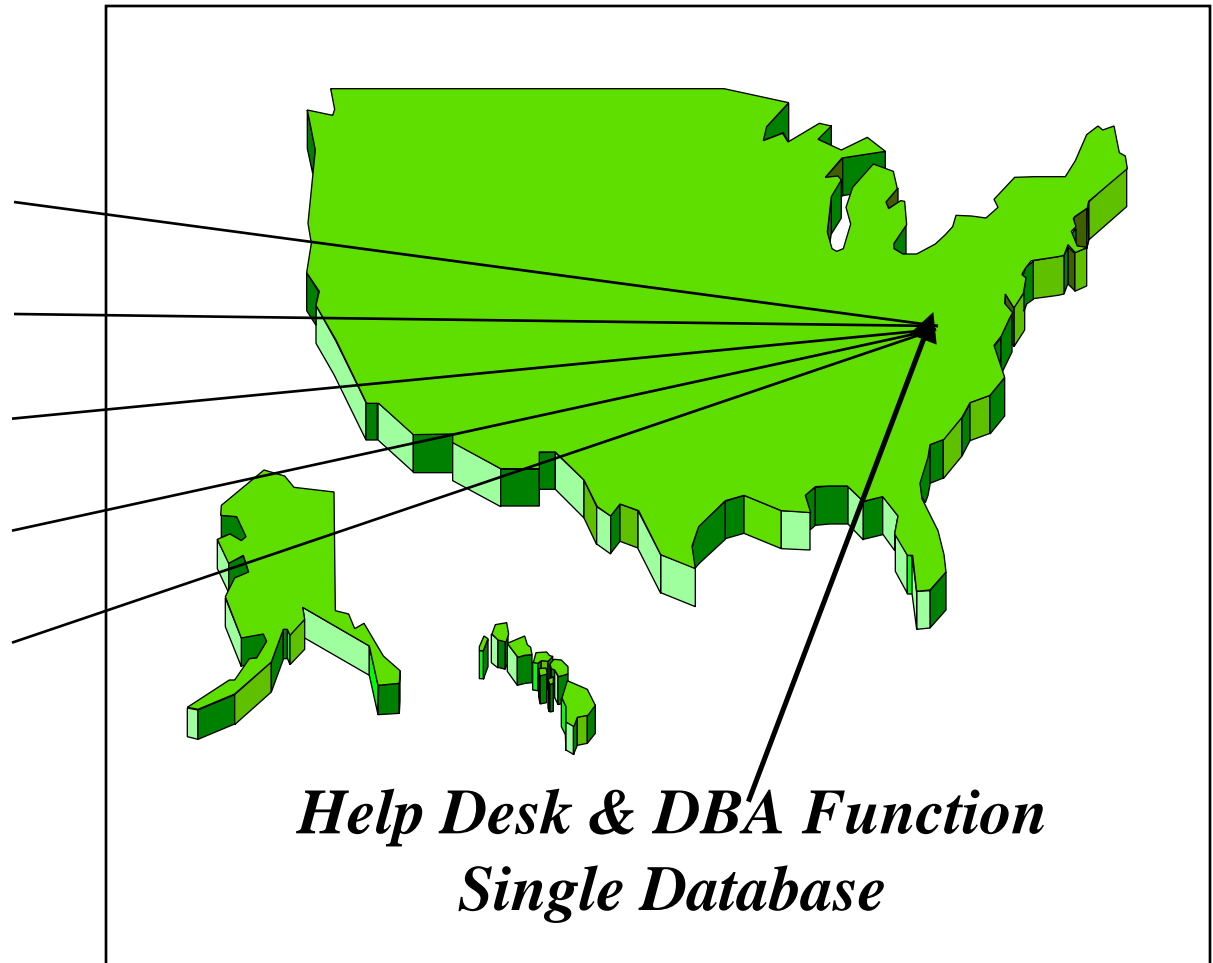
Site Office #1

Site Office #2

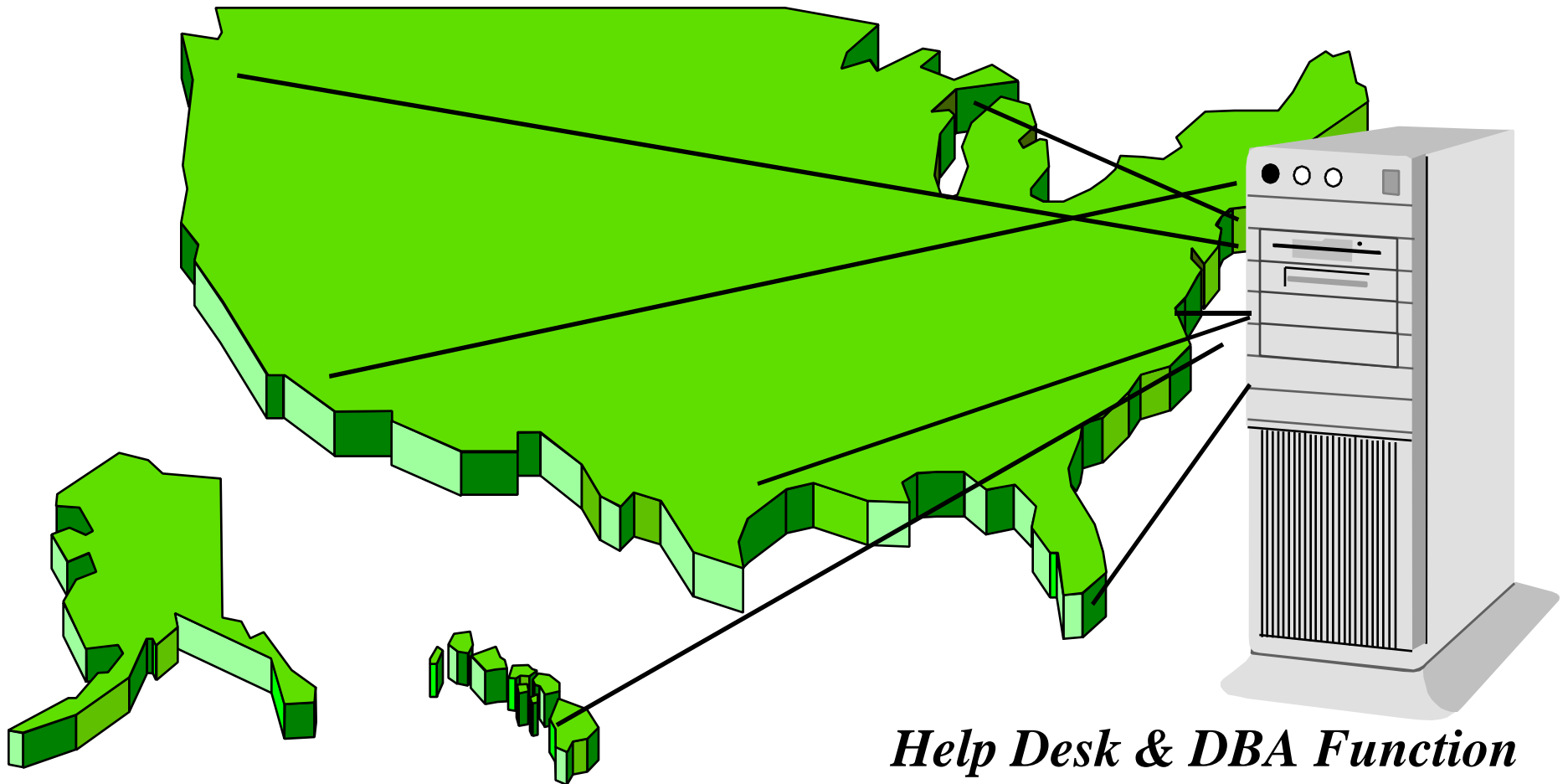
Site Office #3

Site Office #4

Site Office #5



Nationally: For A Syscom...option 2



Help Desk & DBA Function

Multi- Databases

Why Partnering?

- *Sharing information within centralized help desk and DBA benefits all partners*
- *Reduced cost for help desk, DBA and system administration support to each partner*
- *Centralizes Syscom(s) application problems*
- *Work arounds for system problems can be shared*
- *Centralized data collection points for “Shared Data Warehouse”*

Want To Be A Primary Site?

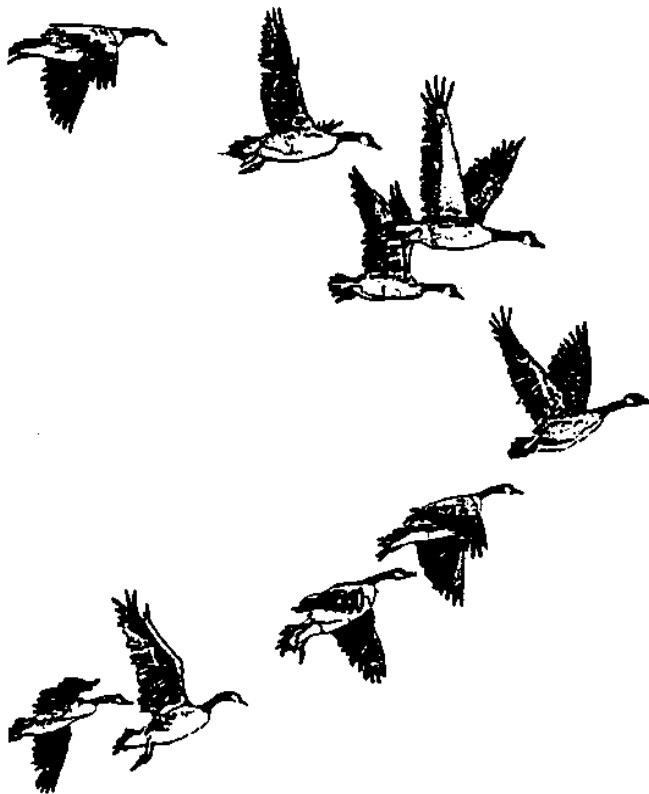
- *Must have DBA's who know the procurement business*
- *Must have DBA's who understand relational databases*
- *Must have ADP server support with backups*
- *Must have SPS system expert*
- *Must have quick response to user*
- *Must have sense of humor*

Want To Be A Partner?

- *Must have functional expert(s) at site*
- *Must have point of contact(s) who contacts Primary site*
- *Must have hardware/software expert(s) at site*
- *Must be able to connect to primary server*
- *Must have established workflows*
- *Must understand your role as a partner*

Working Together...(a.k.a. Partnering)

Lessons from the geese



- *Flying in a “V” formation the whole flock adds 71% greater range than if each bird flew alone.*
- *When the lead goose tires, he or she rotates back into the “V” and another flies forward to become the leader.*
- *When a sick or weak goose drops out of the flight formation, at least one other goose joins to help and protect.*

Questions?